

## Message Text

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12

ACTION EUR-06

INFO OCT-01 EA-07 ISO-00 EB-05 XMB-01 DRC-01 RSC-01 /022 W

----- 106492

R 291630Z AUG 74

FM AMEMBASSY BERN

TO USDOC WASHDC

INFO SECSTATE WASHDC 9473

AMEMBASSY TAIPEI

AMEMBASSY VIENNA

UNCLAS BERN 3263

USDOC

VIENNA FOR EXIM BANK

E.O. 11652: N/A

TAGS: BTIO, TW, SZ

SUBJ: EXPORT OPPORTUNITY - MACHINE TOOLS FOR TAIWAN

1. EMBASSY HAS REQUEST FROM W.F. KOHLER, OF EURO LTD., TAIWAN REPRESENTATIVE OF SULZER AG, A MAJOR SWISS MANUFACTURER OF MACHINERY, FOR ASSISTANCE IN CONTACTING U.S. FIRMS POSSIBLY INTERESTED IN SUPPLYING MACHINE TOOLS FOR USE IN PROJECT IN WHICH A FIRM IN TAIWAN WILL MANUFACTURE DIESEL ENGINES UNDER A LICENSE FROM SULZER. KOHLER SAYS HE IS KNOWN TO EMBASSY TAIPEI, AND THAT EURO LTD. BELONGS 60 PERCENT TO HIM AND 40 PERCENT TO MR. K.Y. WANG.

2. ACCORDING TO KOHLER, PROJECT WILL BE REALIZED BETWEEN MIDDLE AND END OF 1975, AND WILL TOTAL ABOUT U.S. DOLS. 20 MILLION, OF WHICH DOLS 12 TO DOLS 14 MILLION WILL BE REPRESENTED BY MACHINE TOOLS. MARINE DIESEL ENGINES TO BE MANUFACTURED WILL RANGE IN SIZE UP TO NINE CYLINDERS, IN AREA UP TO 80 BY 150 FEET.

3. FAVORABLE CREDIT TERMS WILL PLAY A KEY ROLE IN DECISION ON WHERE TO PROCURE MACHINE TOOLS. KOHLER HOPES EXIM WILL BE UNCLASSIFIED

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ABLE TO ASSIST IN PROJECT.

4. KOHLER NAMED THE FOLLOWING SEVEN FIRMS AS ONES LIKELY TO BE INTERESTED IN SUPPLYING VARIOUS TOOLS. WE HAVE SUPPLIED HIM THEIR ADDRESSES AND TELEPHONE NUMBERS IN THE U.S., AND HE SAID HE WOULD COMMENCE AUGUST 29 TELEPHONING FIRMS DIRECTLY REGARDING THE PROJECT.

GIDDINGS & LEWIS-BICKFORD MACHINE CO., KAUKAUNA, WI.

FOND DU LAC STONE CO., FOND DU LAC, WI.

INGERSOLL MILLING MACHINE CO., CUTTING TOOL DIV.

ROCKFORD, ILL.

BULLARD CO., BRIDGEPORT, CT.

WARNER & SWASEY CO., CLEVELAND, OHIO

MATTISON MACHINE WORKS, ROCKFORD, ILL.

CINCINNATI MILACRON CO., CINCINNATI, OHIO.

5. ACTION REQUESTED: (1) PLEASE ALERT FIRMS TO PROJECT AND POSSIBLE CALL FROM KOHLER. INTERESTED FIRMS MAY CONTACT KOHLER IN LUZERN UNTIL SEPT. 10 AT SONNENBUEHL-WEG 1, 6010 KRIENS, TEL. 041/41 01 33 OR 34. AFTER THAT HE WILL BE IN TAIWAN. (2) ALERT EXIM BANK TO PROJECT AND EXPORT FINANCE OPPORTUNITY.

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## Message Attributes

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